



**FRANCHISING®**  
Building local businesses,  
one opportunity at a time.

October 23, 2017

The Honorable Paul Ryan  
Speaker  
U.S. House of Representatives  
Washington, DC 20515

The Honorable Nancy Pelosi  
Democratic Leader  
U.S. House of Representatives  
Washington, DC 20515

Dear Speaker Ryan and Democratic Leader Pelosi:

On behalf of the International Franchise Association (IFA), the world's oldest and largest organization representing franchising worldwide, I write in support of the Senate amendment to H.Con.Res. 71, which will expedite tax reform through the Congressional reconciliation process. Tax reform has long been one of the franchise community's top legislative priorities.

Locally owned franchises are America's hidden small businesses, with 733,000 establishments across the country. The entrepreneurs who make up the franchising system directly contribute \$674.3 billion in economic output, accounting for roughly 2.5% of the private sector U.S. GDP.

For years, the burdensome and complex tax code has held back small business owners and stifled new investments. Simply put, the framework laid out by congressional leaders and the administration to lower taxes across the board and to eliminate the estate tax will supercharge our economy. With more money in their pockets, business owners can hire more employees, expand operations, open more locations, and give more back to their communities.

With two-thirds of new jobs being created by small businesses, Congress and the President have a great opportunity to cut taxes for hardworking families, creating more jobs and higher wages for American workers. For these reasons, we strongly urge swift passage of the Senate amendment to H.Con.Res.71. Thank you for considering our views.

Sincerely,

A handwritten signature in black ink, appearing to read "Matt Haller", with a stylized, cursive script.

Matt Haller  
Senior Vice President Government Relations & Public Affairs

cc: Members, U.S. House of Representatives